



ORDER OF THE REGULATOR NO. 2018/T52

**APPROVAL OF RETAIL TARIFFS FOR SERVICES PROVIDED BY DIGICEL
SAMOA LIMITED**

The Office of the Regulator (OOTR) has conducted a market analysis in Samoa. "Market analysis" means a review of the various markets that exist for telecommunications services in Samoa, defined for the purposes of market regulation.

Digicel (Samoa) Limited by virtue of Order of the Regulator No. 2017/T32 has been designated dominant service provider in the following markets:

1. The retail market for national calls made from a fixed location or from a mobile service
2. The retail market for international voice call services
3. The retail mobile services market including services mobile voice and mobile data services, and ancillary services typically bundles with mobile voice and data services such as mobile broadband cellular radio services market

The retail tariffs have been approved by the Regulator in consideration of:

- 1) Digicel Samoa's submissions and the information provided by Digicel;
- 2) The objectives of the Act;
- 3) Provisions of the Act regarding tariffs in particular section 40(3); and
- 4) Approved voice call termination rates for interconnection on Digicel's mobile and fixed networks by the Regulator in August 29th 2013 which approval has been extended until June 2019.

The Regulator advises that:

- 1) All tariffs and rates for services provided by a dominant service provider for the services for which they have been determined or deemed dominant must first be approved by the Regulator;
- 2) Only approved tariffs shall be applied for those services for which the provider has been deemed dominant;
- 3) New tariff will apply automatically for all subscribers for the regulated services;

Accordingly, the Regulator issues this Order No. 2018/T52 in endorsement of the tariffs and charges specified in schedules to this Order and replace Order No. 2016/T09, Order No 2017/T33 and Order No. 2017/T40.

The tariffs specified in Schedules to this Order shall be the tariffs specified for the purpose of this Order until such times as it might be amended by the Regulator.

VAGST

All of the above rates are in Samoan Tala and VAGST inclusive

Peak Periods:

Peak periods for the purpose of this Order will be between 8:00am and 7:59pm on weekdays while off-peak period would be 8pm to 7:59am on weekdays and all day on weekend.

Billing in relation to voice calls:

The rates are expressed per minute, and for billing purposes they are to be applied and charged on the basis of increments of up to six (6) seconds, unless the context indicates otherwise.

Duration of the Order

The Order will expire on the earlier of:

- 1) The Regulator revoking this Order; or
- 2) The making of a new Order by the Regulator for services provided by Digicel in a market in which it has been declared dominant.

This Order becomes effective on the 20 August 2018

Date of Order: 17 August 2018



Lefaoalii Unutoa Auelua Fonoti
Regulator

Schedule 1:

Tariffs for Digicel services in the retail market for national calls originating from both fixed and mobile services

1.1 PREPAID MOBILE TARIFFS

1.1.1 Digicel Standard and Default Rates

- **Forty-two sene (.42)** per minute for calls at peak and off peak periods for Digicel Mobile calls to:
 - a) Digicel Mobile calls;
 - b) Other Mobile network;
 - c) DigiFixed;
 - d) Other Fixed Network; and
- **Twenty sene (.20)** per on net and off net SMS including International Mobile

1.1.2 Digicel Classic Flex Plan

- **Fifty –eight sene (.58)** per minute for call at peak periods for Digicel Mobile to:
 - a) Digicel Mobile calls;
 - b) Other Mobile network;
 - c) DigiFixed; and
 - d) Other Fixed Network
- **Thirty nine sene (.39)** per minute for calls at off-peak periods for Digicel Mobile to:
 - a) Digicel Mobile calls;
 - b) Other Mobile network;
 - c) DigiFixed; and
 - d) Other Fixed Network
- **Twenty Sene (.20)** per on net and off net SMS including International Mobile

1.1.3 Digicel Opt In Long Talkers Plan

- **Thirty six sene (.36)** per minute for calls at peak and off peak periods for Digicel Mobile calls to:
 - a) Digicel Mobile calls;
 - b) Other Mobile network;
 - c) DigiFixed;
 - d) Other Fixed Network; and
- **Twenty sene (.20)** per on net and off net SMS including International Mobile

1.2 DIGIFIXED TARIFFS

1.2.1 Digicel Digifixed Plan

- **Eighteen sene (.18)** per minute for calls at peak and off-peak periods for Digicel Digifixed calls to:
 - a) Digicel Mobile calls;

- b) Other Mobile network;
- **Ten sene (.10)** per minute for calls at peak and off peak periods for Digicel DigiFixed calls to:
 - a) DigiFixed; and
 - b) Other Fixed Network
- **Eighteen sene (.18)** per on net and off net SMS including International Mobile

1.3 PREPAID ALL IN ONE BUNDLES

1.3.1 All in One Daily Bundles

Product	Price	Min	SMS	Data	Voice effective rate	SMS effective rate
A1	20.00	200	550	2,000	0.100	0.036
A	15.00	150	425	1400	0.100	0.035
B	8.50	85	235	700	0.100	0.036
C	7.00	70	190	500	0.100	0.037
D	5.00	50	135	350	0.100	0.037
E	4.00	40	105	250	0.100	0.038
F	3.00	30	75	175	0.100	0.038
G	2.50	25	60	125	0.100	0.040
H	2.00	20	45	90	0.100	0.042
I	1.50	15	30	60	0.100	0.050
J	1.00	10	15	35	0.100	0.067
K	0.50	5	5	15	0.100	0.100

1.3.2 Weekly Bundles

Product	Price	Min	SMS	Data	Voice effective rate	SMS effective rate
A1	90.00	900	2,570	11,250	0.100	0.035
A	81.00	810	2,300	9,500	0.100	0.035
B	48.50	485	1,350	5,000	0.100	0.036
C	42.00	420	1,200	3,750	0.100	0.035
D	30.00	300	850	2,600	0.100	0.035
E	24.00	240	685	1,900	0.100	0.035
F	19.00	190	540	1,300	0.100	0.035
G	15.00	150	425	900	0.100	0.035
H	12.00	120	340	650	0.100	0.035
I	9.00	90	250	450	0.100	0.036
J	5.00	50	140	200	0.100	0.036
K	2.50	25	70	90	0.100	0.036

1.4 POSTPAID MOBILE TARIFFS

1.4.1 Smart International

New Smart Plans	Monthly Fee	Monthly Fee	Digicel	Other	Total	Texts (SMS)		Total	Email	Other	Total	ER	ER
	(GST incl)	(GST excl)	On-Net (Mins)	Local/International Network		On-Net Digicel	Any local Network						
GoSMART	\$ 99.00	\$ 86.09	225	225	450	225	225	450	1750	1750	3500	0.22	0.22
MoreSMART	\$ 149.00	\$ 129.57	400	400	800	400	400	800	2750	2750	5500	0.19	0.19
PremiumSMART	\$ 269.00	\$ 233.91	750	750	1500	750	750	1500	4000	4000	8000	0.18	0.18
EliteSMART	\$ 399.00	\$ 346.96	1200	1200	2400	1200	1200	2400	6000	6000	12000	0.17	0.17

a) International destinations, which applies to this plan includes:

<u>COUNTRIES</u>	<u>NETWORK TYPE</u>
New Zealand	ANY Landline and Mobile network
American Samoa	ANY Landline and Mobile network
Australia	ANY Landline and Mobile network
U.S.A/Alaska/Hawaii	ANY Landline and Mobile network
China	ANY Landline and Mobile network
Canada	ANY Landline and Mobile network
United Kingdom	ANY Landline and Mobile network
Singapore	ANY Landline and Mobile network
India	ANY Landline and Mobile network
Papua New Guinea	Digicel Mobile Network ONLY
Fiji	Digicel Mobile Network ONLY
Vanuatu	Digicel Mobile Network ONLY
Tonga	Digicel Mobile Network ONLY
Nauru	Digicel Mobile Network ONLY

1.4.2 Smart Regular

New Smart Plans	Monthly Fee (GST incl)	Monthly Fee (GST excl)	Voice (Mins)	SMS	Email Data	Other Data	Total Data	ER (Voice)	ER (SMS)
Smart 50	\$ 50.00	\$ 43.48	200	250	1000	1000	2000	0.25	0.20
Smart 120	\$ 120.00	\$ 104.35	550	650	1750	1750	3500	0.22	0.18
Smart 160	\$ 160.00	\$ 139.13	750	950	3000	3000	6000	0.21	0.17
Smart 250	\$ 250.00	\$ 217.39	1300	1550	4000	4000	8000	0.19	0.16

1.4.3 Smart Capped

New Smart Plans	Monthly Fee (GST incl)	Monthly Fee (GST excl)	Voice (Mins)	SMS	Email Data	Other Data	Total Data	ER (Voice)	ER (SMS)
Smart Capped 40	\$ 50.00	\$ 43.48	200	250	1000	1000	2000	0.25	0.20
Smart Capped 120	\$ 120.00	\$ 104.35	550	650	1750	1750	3500	0.22	0.18
Smart Capped 160	\$ 160.00	\$ 139.13	750	950	3000	3000	6000	0.21	0.17
Smart Capped 250	\$ 250.00	\$ 217.39	1300	1550	4000	4000	8000	0.19	0.16

Schedule 2:

Tariffs for Digicel services in the retail market for international voice call services originating from both fixed and mobile services

2.1 PREPAID INTERNATIONAL MOBILE TARIFFS

2.1.1 International Rates for Anytime Plan

- **Forty- five sene (.45)** per minute for calls to Group 1a [American Samoa, Fiji, Tonga, Papua New Guinea];
- **Eighty - five sene(.85)** per minute for calls to Group 1b [Australia and New Zealand];
- **Ninety-nine sene (.99)** per minute for calls to Group 2 [USA, China and Most of Europe];
- **One Tala and ninety-nine sene (\$1.99)** per minute for calls to Group 3 [Rest of the Pacific and the World not including those in Group 4];
- **Four Tala and forty-nine sene (\$4.49)** per minute for calls to Group 4 [Wallis and Fortuna Islands, Seychelles, East Timor, Congo DRP (Zaire), Cape Verde, Latvia, Niue and Solomon Islands].
- **Eighteen tala and eighteen sene (\$18.18)** per minute calls for Inmarsat Satellite

2.1.2 International Rates for Classic Plans

- **Fifty- nine sene (.59)** per minute for calls to Group 1 [American Samoa, Fiji, Tonga, Papua New Guinea];
- **Seventy - nine sene(.79)** per minute for calls to Group 1b [Australia and New Zealand];
- **Ninety-nine sene (.99)** per minute for calls to Group 2 [USA, China and Most of Europe];
- **One Tala and ninety-nine sene (\$1.99)** per minute for calls to Group 3 [Rest of the Pacific and the World not including those in Group 4];
- **Four Tala and forty-nine sene (\$4.49)** per minute for calls to Group 4 [Wallis and Fortuna Islands, Seychelles, East Timor, Congo DRP (Zaire), Cape Verde, Latvia, Niue and Solomon Islands].
- **Eighteen tala and eighteen sene (\$18.18)** per minute calls for Inmarsat Satellite

2.1.3 International Rates for Opt In Long Talkers Plan

- **Forty- five sene (.45)** per minute for calls to Group 1 [American Samoa, Fiji, Tonga, Papua New Guinea];
- **Eighty - five sene(.85)** per minute for calls to Group 1b [Australia and New Zealand];

- **Ninety-nine sene (.99)** per minute for calls to Group 2 [USA, China and Most of Europe];
- **One Tala and ninety-nine sene (\$1.99)** per minute for calls to Group 3 [Rest of the Pacific and the World not including those in Group 4];
- **Four Tala and forty-nine sene (\$4.49)** per minute for calls to Group 4 [Wallis and Fortuna Islands, Seychelles, East Timor, Congo DRP (Zaire), Cape Verde, Latvia, Niue and Solomon Islands].
- **Eighteen tala and eighteen sene (\$18.18)** per minute calls for Inmarsat Satellite

2.2 DIGIFIXED INTERNATIONAL TARIFFS

2.2.1 International Rates for DigiFixed

- **Forty- five sene (.45)** per minute for calls to Group 1 [American Samoa, Fiji, Tonga, Papua New Guinea];
- **Eighty - five sene(.85)** per minute for calls to Group 1b [Australia and New Zealand];
- **Ninety-nine sene (.99)** per minute for calls to Group 2 [USA, China and Most of Europe];
- **One Tala and ninety-nine sene (\$1.99)** per minute for calls to Group 3 [Rest of the Pacific and the World not including those in Group 4];
- **Four Tala and forty-nine sene (\$4.49)** per minute for calls to Group 4 [Wallis and Fortuna Islands, Seychelles, East Timor, Congo DRP (Zaire), Cape Verde, Latvia, Niue and Solomon Islands].
- **Eighteen tala and eighteen sene (\$18.18)** per minute calls for Inmarsat Satellite.

Schedule 3:

Tariffs for Bluesky services in the retail mobile services market including services mobile voice and mobile data services, and ancillary services typically bundles with mobile voice and data services such as mobile broadband

3.1 PREPAID MOBILE TARIFFS

- 3.1.1 Digicel Standard and Default Rates [See Schedule 1: Tariff 1.1.1]
- 3.1.2 Digicel Classic Flex Plan [See Schedule 1: Tariff 1.1.2]
- 3.1.3 Digicel Opt In Long Talkers Plan [See Schedule 1: Tariff 1.1.3]
- 3.1.4 Digicel All in One Daily Bundles [See Schedule 1: Tariff 1.3.1]
- 3.1.5 Digicel Weekly Bundles [See Schedule 1: Tariff 1.3.2]
- 3.1.6 International Rates for Anytime Plan [See Schedule 2: Tariff 2.1.1]
- 3.1.7 International Rates for Classic Plans [See Schedule 2: Tariff 2.1.2]
- 3.1.8 International Rates for Long Talkers [See Schedule 2: Tariff 2.1.3]

3.2 POSTPAID MOBILE TARIFFS

- 3.2.1 Smart International [See Schedule 1: Tariff 1.4.1]
- 3.2.2 Smart Regular [See Schedule 1: Tariff 1.4.2]
- 3.2.3 Smart Capped [See Schedule 1: Tariff 1.4.3]